

Colgate-Palmolive Company

Non-GAAP Reconciliations

For the Three Months Ended December 31, 2015 and 2014

(Dollars in Millions Except Per Share Amounts) (Unaudited)

Gross Profit	2015	2014	
Gross profit, GAAP	\$ 2,293	\$ 2,475	
2012 Restructuring Program	9	6	
Gross profit, non-GAAP	<u>\$ 2,302</u>	<u>\$ 2,481</u>	
Gross Profit Margin	2015	2014	Basis Point Change
Gross profit margin, GAAP	58.8%	58.6%	20
2012 Restructuring Program	0.2%	0.2%	
Gross profit margin, non-GAAP	<u>59.0%</u>	<u>58.8%</u>	<u>20</u>
Selling, General and Administrative Expenses	2015	2014	
Selling, general and administrative expenses, GAAP	\$ 1,286	\$ 1,434	
2012 Restructuring Program	(20)	(20)	
Selling, general and administrative expenses, non-GAAP	<u>\$ 1,266</u>	<u>\$ 1,414</u>	
Selling, General and Administrative Expenses as a Percentage of Net Sales	2015	2014	Basis Point Change
Selling, general and administrative expenses as a percentage of Net sales, GAAP	33.0%	34.0%	(100)
2012 Restructuring Program	(0.5%)	(0.5%)	
Selling, general and administrative expenses as a percentage of Net sales, non-GAAP	<u>32.5%</u>	<u>33.5%</u>	<u>(100)</u>
Other (Income) Expense, Net	2015	2014	
Other (income) expense, net, GAAP	\$ 62	\$ 46	
2012 Restructuring Program	(27)	(29)	
Charges for foreign competition law matters	(14)	(30)	
Other (income) expense, net, non-GAAP	<u>\$ 21</u>	<u>\$ (13)</u>	
Operating Profit (Loss)	2015	2014	% Change
Operating profit (loss), GAAP	\$ (139)	\$ 995	(114%)
Venezuela accounting change	1,084	-	
2012 Restructuring Program	56	55	
Charges for foreign competition law matters	14	30	
Operating profit, non-GAAP	<u>\$ 1,015</u>	<u>\$ 1,080</u>	<u>(6%)</u>
Operating Profit Margin	2015	2014	Basis Point Change
Operating profit margin, GAAP	(3.6%)	23.6%	(2720)
Venezuela accounting change	27.8%	- %	
2012 Restructuring Program	1.4%	1.3%	
Charges for foreign competition law matters	0.4%	0.7%	
Operating profit margin, non-GAAP	<u>26.0%</u>	<u>25.6%</u>	<u>40</u>
Net Income (Loss) Attributable to Colgate-Palmolive Company	2015	2014	% Change
Net income (loss) attributable to Colgate-Palmolive Company, GAAP	\$ (458)	\$ 628	(173%)
Venezuela accounting change	1,058	-	
2012 Restructuring Program	41	41	
Charges for foreign competition law matters	14	30	
Net income (loss) attributable to Colgate-Palmolive Company, non-GAAP	<u>\$ 655</u>	<u>\$ 699</u>	<u>(6%)</u>
Diluted Earnings (Loss) Per Common Share^{(1) (2)}	2015	2014	% Change
Diluted earnings (loss) per common share, GAAP	\$ (0.51)	\$ 0.68	(175%)
Venezuela accounting change	1.18	-	
2012 Restructuring Program	0.04	0.05	
Charges for foreign competition law matters	0.02	0.03	
Diluted earnings per common share, non-GAAP	<u>\$ 0.73</u>	<u>\$ 0.76</u>	<u>(4%)</u>

Note:

⁽¹⁾ The impact of non-GAAP adjustments on diluted earnings per share may not necessarily equal the difference between "GAAP" and "non-GAAP" as a result of rounding.⁽²⁾ The computation for Diluted (loss) per common share, GAAP for the three months ended December 31, 2015 excludes 6.6 million of incremental common shares outstanding during the period as they are anti-dilutive. These incremental common shares are included in the computation for Diluted earnings per common share, non-GAAP.